



NEW HAVEN PUBLIC SCHOOLS

Operations Memorandum

To: New Haven Board of Education Finance and Operations Committee
From: Gilda Herrera
Date: 2/24/2023
Re: Total Communications -Cisco Umbrella 23-24

Contractor Name: Total Communications

Contractor Address: 333 Burnham Street, E. Hartford CT 06108

Is the contractor a Minority or Women Owned Small Business? No

Renewal or Award of Contract/Agreement? Purchase Order

Total Amount of Contract/Agreement and the Hourly or Service Rate - \$84,690.00

Funding Source & Account #: ARP ESSER III Carryover, 2553-6399-54413-0104

Key Questions: (Please have someone ready to discuss the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education):

1. **What specific service will the contractor provide:** Umbrella Cloud Security Subscription for Education. Umbrella investigate Console. Network security (protects form emerging threats, security administration, etc.)
2. **How was the contractor selected? Quotes? RFP? Sealed Bid or Sole Source? Please describe the selection process including other sources considered and the rationale for selecting this method of selection:** CT DAS Contract # 18PSX00202 & 18PSX00202AB
3. **If this is a renewal with a current vendor, has the vendor's performance been satisfactory under the existing contract or agreement?** Yes
4. **If this Contract/Agreement is a Renewal has cost increased? If yes, by how much?** N/A
5. **If this Contractor is New has cost for service increased from previous years? If yes, by how much?** N/A
6. **Is this a service existing staff could provide? Why or why not?** No



New Haven Public Schools Umbrella Contract Renewal

CISCO UMBRELLA CONTRACT 6/13/23-6/13/24

Quote Prepared For: NHPS - Umbrella Extension to June 2024

Quote Expires: 3/10/2023

QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	TOTAL PRICE
Base Quote				
		Umbrella 1yr Extension (End Date 13-JUN-2024)	-	-
1	UMB-EDU-SUB	Umbrella Cloud Security Subscription for Education	-	-
3450	UMB-EDU-K9	Umbrella DNS Security for Education	21.00	72,450.00
1	UMB-MULTI-ORG	Multi-Org Console Add-on	-	-
1	UMB-INV-CONSOLE	Umbrella Investigate Console	12,240.00	12,240.00
1	UMB-SUPT-B	Umbrella Support - Basic	-	-
1			-	-
1		Renewal only, no labor	-	-
1			-	-
1	S&H	Software Only - No Freight	-	-

UMBRELLA 1 YEAR CONTRACT PRICE

\$84,690.00

Chris Garlock
Total Communications
NHPS Account Manager
860-622-4132
chrisgarlock@totalcomm.com

Customer:
New Haven Public Schools
54 Meadow St
Gateway
New Haven, CT 06519
Gilda Herrera
Ed Connelly

PO#:

Signature:



BIZ NET		STATE OF CONNECTICUT		
Current User:	Home	Print Menu	Log In Out	
Search	Search Results	Results Detail	Solicitation Detail	
SCP Contract Details				
State Contracting Portal Contract Results				
Administrative Services, Procurement Services				
Contract Detail Info For # 18PSX0202				
Dates				
Award Date	Start Date	End Date		
04/11/2019	04/11/2019	04/10/2024		
Description				
Cisco Products and Services				
Comments				
Solicitation and Contract Conditions				
Includes SBE/MBE Requirements	Qualified Partnership	DBE	Political Subdivisions	
No	No	No	Yes	
Agencies		CT Recovery		
Yes		No		
Contact(s)				
Contact	Telephone	FAX	E-Mail	
SusanneHawkins	(860) 713-5064	(860) 622-2941	susanne.hawkins@ct.gov	
Common Documents				
Date	Description			
4/15/2019 7:41:10 AM	18PSX0202 Contract Award Document Complete.pdf Contract Document			
2 Vendor(s)				
Contract #	Cert	Vendor	Contact	Catalog
18PSX0202AA Start: 04/11/2019 End: 04/10/2024	No	ePlus 45 Shawmut Road Canton, MA 02021 Peoplesoft ID: 0000064731	Steve Low Phone: (781) 615-1314 FAX: (781) 615-1401 E-Mail	No
18PSX0202AB Start: 04/11/2019 End: 04/10/2024	No	Total Communications Inc. 333 Burnham Street East Hartford, CT 06108 Peoplesoft ID: 0000022988	Greg Strouth Phone: (860) 622-4128 E-Mail	No
The Department of Administrative Services - Business Network. Review our Privacy Policy.				
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